

Message Text

UNCLASSIFIED

PAGE 01 BUENOS 03984 312239Z
ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 PASS-00 /018 W
-----010337Z 012568 /73

R 311736Z MAY 77
FM AMEMBASSY BUENOS AIRES
TO SECSTATE WASHDC 0713

UNCLAS BUENOS AIRES 3984

TO: MR. WILLIAM H. BRADLEY
VICEPRESIDENT
TAYLOR WILSON MANUFACTURING COMPANY
THOMPSON AVENUE
MC KEES ROCKS
PENNSYLVANIA 15136

E.O. 11652: N/A
SUBJECT: CABLE TO TAYLOR WILSON- MANUFACTURING COMPANY

I HAVE BEEN APPROACHED BY YOUR AGENT IN BUENOS AIRES,
HARRY HORWITZ OF ROPALL-INDARMENT, ABOUT A KNOTTY
FINANCING PROBLEM HE HAS IN ATTEMPTING TO SELL ONE OF
YOUR TUBE HYDROTESTERS TO GENARO GRASSO SA OF ARGENTINA.
HARRY TELLS ME YOU ARE RELUCTANT TO AGREE TO THE
FINANCING TERMS PROPOSED BY THE CUSTOMER, AND THAT
THIS PUTS THE SALE IN JEOPARDY. I HAVE BEEN ASKED
TO CONFIRM TO YOU THE FACT THAT ARGENTINE FIRMS
IMPORTING CAPITAL GOODS FROM ABROAD, REGARDLESSS OF
ORIGIN, ARE REQUIRED BY LAW TO OBTAIN CERTAIN MINIMUM
EXPORT FINANCING TERMS. I CAN CONFIRM THAT CIRCULAR
641 AND 688 OF THE CENTRAL BANK OF ARGENTINA
REQUIRE THAT GENRARO GRASSO SA OBTAIN THE FOLLOWING
TERMS FROM THEIR SUPPLIERS: 5 PERCENT ON PLACING
ORDER, 10 PERCENT ON PRESENTATION OF SHIPPING
DOCUMENTS AND THE BALANCE IN EQUAL SEMIANNUAL
PAYMENTS OVER TWO YEARS WITH A GRACE PERIOD OF 6
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MONTHS. (DESPITE THIS I AM INFORMED THAT YOUR
CUSTOMER IS WILLING TO PAY THE REMAINING 95 PERCENT OF
THE TOTAL UPON PRESENTATION OF SHIPPING DOCUMENTS, FOR WHICH
THEY COULD INCUR A PENALTY UNDER THE LAW). I CAN FURTHER
CONFIRM THAT THE TERMS OF CIRCULARS 641 AND 688 ARE WIDELY
ACCEPTED BY EXPORTERS OF CZPITAL GOODS TO ARGENTINA AROUND
THE WORLD. THIS OF COURSE, IMPLIES THAT THESE TERMS ARE

LIKELY TO BE ACCEPTED BY YOUR COMPETITORS. IT IS MAY
RECOMMENDATION TAT YOU TOO ACCEPT THEM IF YOU WISH TO
CONDLUDE THIS SALE.
I WOULD BE PLEASED TO ANSWER ANY QUESTIONS YOU MAY HAVE
IN THIS REGARD. BEST WISHES. SINCERELY.
SIGNED: PETER E. JONES, COMMERCIAL ATTACHE, U.S. EMBASSY
BUENOS AIRES, ARGENTINA.
CHAPLIN

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 31-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
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Film Number: D770194-0277
Format: TEL
From: BUENOS AIRES
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ISecure: 1
Legacy Key: link1977/newtext/t1977054/aaaaacwj.tel
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Litigation Codes:
Litigation History:
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Review Content Flags:
Review Date: 22-Mar-2005 12:00:00 am
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Review Exemptions: n/a
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Review Release Date: n/a
Review Release Event: n/a
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Secure: OPEN
Status: NATIVE
Subject: CABLE TO TAYLOR WILSON- MANUFACTURING COMPANY I HAVE BEEN APPROACHED BY YOUR AGENT IN BUENOS AIRES, HARRY HORWITZ OF ROPALL-INDARMENT, ABOUT A KNOTTY
TAGS: BEXP, BGEN, TAYLOR WILSON MANUFACTURING CO
To: STATE
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vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/ebe4cc8f-c288-dd11-92da-001cc4696bcc
Review Markings:
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